

# The American FERTILIZER

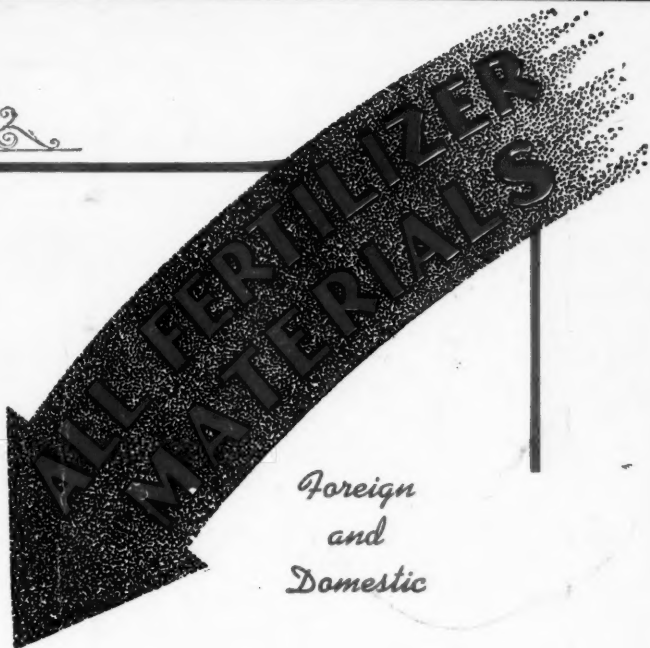


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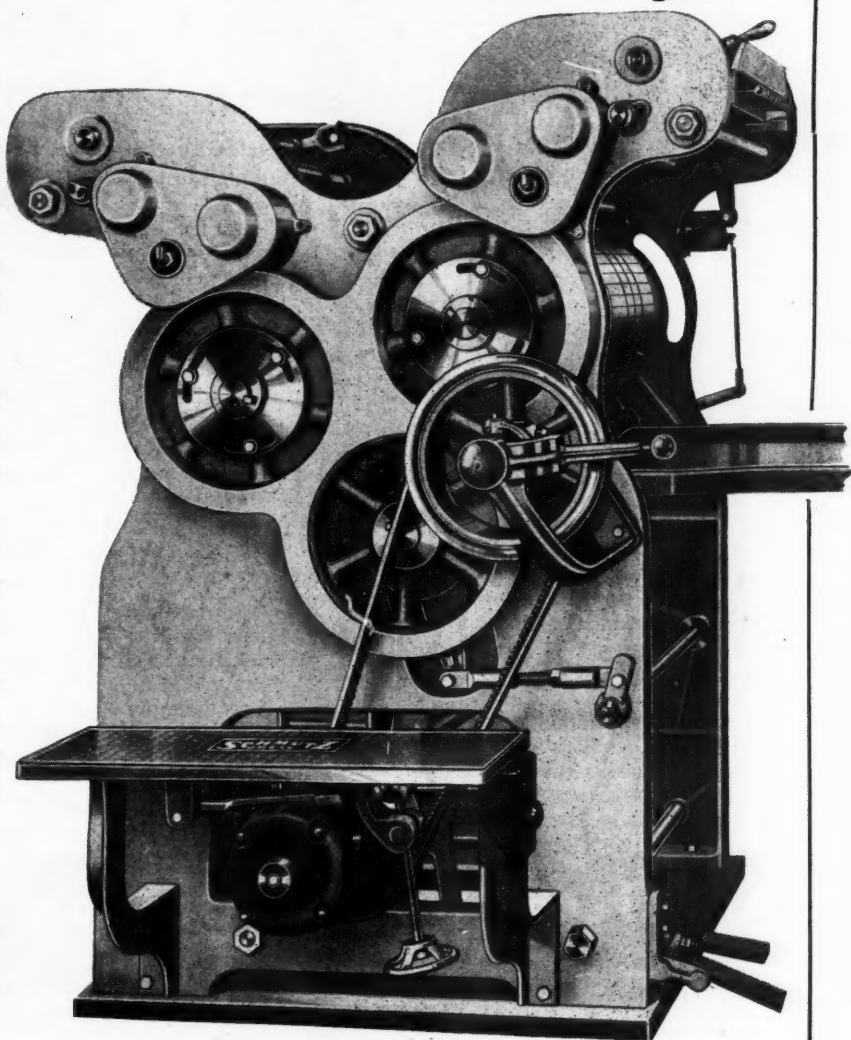
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# The American FERTILIZER

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JULY 13, 1946

No. 1

## American Plant Food Council Holds First Annual Convention

**Well Attended Meeting at Hot Springs, Virginia Hears Experts Discuss Fertilizer Problems. Woodrum and Caldwell Re-elected for 1946-47**

The American Plant Food Council celebrated the first anniversary of its founding with a well organized and well attended convention at The Homestead, Hot Springs, Virginia, on June 23rd, 24th and 25th. The registry showed an attendance of over 200, which gave a good representation of the fertilizer productive capacity in this country.

The public sessions on June 24th and 25th were ably presided over by President Clifton A. Woodrum, and included addresses by authorities on many phases of the farm and fertilizer problems.

### Monday, June 24th

The first session of the convention was held on Monday morning, June 24th and was opened with addresses by President Woodrum and Secretary-Treasurer Harry B. Caldwell, who reviewed the work of the Council during the past year. These addresses are printed in full elsewhere in this issue.

The next speaker was Dr. Richard Bradfield, head of the Department of Agronomy, Cornell University, who spoke on the responsibility of the fertilizer industry in the post-war period. Dr. Bradfield emphasized the necessity of measuring fertilizer production on a world basis because he believed it better to send fertilizer abroad than to try to feed all needy peoples. He also emphasized the necessity of our spreading the interest in fertilizing the agricultural areas and crops which heretofore have not been fertilized, particularly in the western areas.

W. A. Minor, Special Assistant to the United States Secretary of Agriculture, then spoke on the subject, "Meeting All Plant Food Needs."

"We know the world food shortage will continue for at least another year," he asserted. "We don't know how much longer. The length of time will depend in part on the time it takes to meet the plant food shortage."

Citing acute world shortages in fertilizer materials, Mr. Minor emphasized that "when we supply fertilizer we help the war-torn countries get back on their own feet as far as production is concerned, and shorten the time when we must carry the responsibility for providing food directly and thereby shorten the time when we must continue the present excessive drain on our own soil resources."

"Your performance during the war indicates that you are equal to almost any task. Your increases in production were phenomenal. You did all this in the face of undoubtedly the greatest difficulties you have ever encountered . . . and you earned the sincere compliments and regard of the Nation."

Mr. Minor warned that "we have a big job of soil conservation ahead of us—of soil maintenance and soil fertility restoration," adding that "the longer we have to export large quantities of grain for relief feeding, the longer we will have to defer establishment of a permanent farming system based on good land use."

"We have always used fertilizers mainly to increase the production of particular crops,

but we have begun to realize that fertilizer and lime have an even broader importance to the future of agriculture. Fertilizers and lime, where they are needed and adapted, will help farmers establish more nearly permanent systems of farming that will provide for conservation of soil and water resources and balanced agricultural output."

The closing address of the Monday session was delivered by Representative Stephen Pace, of Georgia, who spoke on "Security for the Farmer."

He reminded the industry that they must always keep in mind that the farmers are their customers, and if we are to have constant prosperity, it must start at the farm level. The farmer does not have adequate security by any standard of comparison. For example, government employees get security

musical program, the address was delivered by Representative Everett Dirksen, of Illinois.

Representative Dirksen warned of a "constant and well implemented effort underway to bring about a collective system in America."

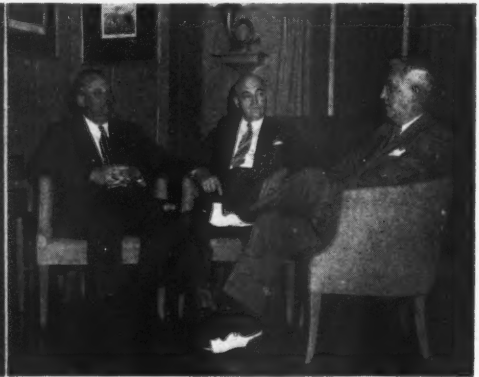
"Let it be candidly admitted that the philosophy of collectivism, sometimes referred to as communism, is definitely on the march in all sections of the earth," Rep. Dirksen asserted. "In proportion as it succeeds in large sections of the world it will become the means for placing international trade in a straight-jacket and will serve as a pressure upon the free enterprise system of America."

In warning of a "well implemented effort" to bring about a collective system in the U. S., he declared that "in its final fruition it consists of a completely planned society and if



**Executive Committee Members**

Ralph B. Douglass, Chairman; H. M. Albright, F. S. Washburn, J. E. Sanford



Wheeler McMillen, Delos L. James, Clifton A. Woodrum

in retirement; the farmer has no protection in the way of retirement or Social Security. It is most unfortunate that those who are the backbone of this country—those who produce a loaf of bread, do not get the assurance when the going gets tough, that they will receive a loaf of bread. It should be every one's business to see to it and help the farmer to attain the security he has the normal right to expect.

Congressman Pace thought there were six points necessary to bring about a happier farmer relationship: 1. fertile soil; 2. fair prices; 3. ample credit; 4. crop insurance; 5. surplus and production control; 6. orderly marketing.

#### **Annual Banquet**

The Annual Banquet of the Council was held on Monday evening, with President Woodrum presiding. After a very enjoyable

successful it would mean the liquidation of freedom by the same brutal and degrading methods which are now employed in many countries of Western Europe where terrorism and coercion abound."

"In appraising the future of the free enterprise system let us not forget that it is endangered also by the confusion of its defenders compared with the vigor, the alertness and the determination of that group who would destroy it," Rep. Dirksen said. "There is a remedy. The future of free enterprise will be determined by the vigor with which its virtues and opportunities are reasserted.

"Freedom like merchandise must be sold and resold over and over again in every generation. Somewhere along the line there must be a four-squared determination whether the

(Continued on page 26)



# The Objectives of the American Plant Food Council\*

By CLIFTON A. WOODRUM

*President, American Plant Food Council*

**M**EMBERS of the American Plant Food Council and Guests:

I extend to you hearty greetings and felicitations in this the first annual convention of this organization. It is a momentous occasion. It marks a milestone along the highway of enlightened business leadership of which I am sure you, and those who follow after, may be justly proud through the years.

The organization of the American Plant Food Council was but the translation into action of a growing feeling on the part of a very large portion of the fertilizer industry, that the industry should have a positive, active and enlightened national organization; that the fertilizer industry should have a new voice, that would more fully and adequately tell its story and announce its objectives to American citizens as well as governmental agencies and legislative bodies. I think it might be said that many leaders in the industry felt that many of the ills that beset the industry, many of the hurdles it has been required to get over in an effort to render public service, was because of a very imperfect understanding on the part of the public of the industry—its accomplishments and its problems.

## Small Businesses

I have spoken of the feeling that the industry should have an active and positive national organization. I should like to elaborate just a little on the importance of this. My experience in the nation's capital, in these recent years of alphabetical bureaus, departments and commissions, has impressed me with the fact that the average small business man out in the States is practically lost in a maze of regulations, orders, directives, edicts and policies, unless he has some contact in the nation's capital that knows what it is all about—that will keep him informed and look out for his interest. I have used the word "small business man" advisedly. The big guy, the large operator, usually is in on the ground floor on what is happening. He knows how to take care of himself. Not so the small fellow. He usually finds out about the deal, after it's

all cooked up. This applies, I think, with great force to the fertilizer industry. The American Plant Food Council has on its roster not only many of the large operators but many of the small manufacturers. We seek to fill a very special place in the needs of this small operator. We especially desire to have his co-operation and assistance in our efforts to serve the industry. We wish him to feel that he has a personal representative in the Nation's Capital.

This policy of the American Plant Food Council to show a special interest in the so-called small operator is clearly demonstrated in the fact that when we come tomorrow to the business session of the Council, and to the election of members of the Board of Directors, or the transaction of any other business, each member of the Council has an equal voice. That is to say, the smallest operator has equal voice with the largest in all decisions.

## The Objectives

The basic thought underlying the formation of the Council was to render service to American agriculture—a service which agriculture had a right to expect and which at times it had not received. Those responsible for this movement, subscribed to the fundamental idea that there could be no economic stability or solidarity in this democratic nation, unless there was a self-sustaining and prosperous agriculture. They also knew full well that in promoting the welfare of agriculture they would be contributing to a sound American economy. A stabilized American economy would help us all, including the fertilizer industry. So you see, we were not only altruistic but realistic!

To attain these objectives the Council has adhered to certain policies and principles which we hold to be fundamental and to which we dedicate our efforts.

1. Encourage the production and distribution of an abundant supply of plant food for all agricultural needs through private industry. (This includes farmer-owned and -controlled co-operatives.)

2. Encourage the efficient utilization and conservation of our potash, phosphate and

\* An address at the First Annual Convention, Hot Springs, Virginia, June 24, 1946

other mineral plant food deposits so that future national needs will be fully safeguarded.

3. Encourage the development and use of improved methods in producing, blending and distributing fertilizers so that plant food will be available to farmers at the lowest possible cost.

4. Encourage and support the agricultural research, educational and control agencies.

5. Co-operate with farmers and their organizations in developing policies designed to place agriculture upon a satisfactory, self-sustaining basis.

6. Urge fertilizer manufacturers, dealers and agents to fully understand and support recommendations for crops, soil management practices and fertilizer use within their respective areas as developed in the recognized findings of scientific research.

#### "Mother Earth"

Much is being said nowadays about soil

agriculture, our cities, our highways, our transportation lines, our implements of peace and war. Giving us from her body food and drink that sustains life, and sending to us from her bosom the beautiful blossom and foliage to cheer our weary footsteps along the way and to speak of life eternal in that last hour when we return "ashes to ashes" and "dust to dust." Ah, sirs, let us pledge anew our loyalty and devotion to so great a "Mother." Let us, as we feast upon all of the good things she produces for our comfort and pleasure, be grateful enough to bring back to her and to scatter her with those vital elements so necessary to her life, vigor and continued productivity.

#### Agriculture

I have said that the basic objectives of the American Plant Food Council is to serve American agriculture. Let me elaborate a little.



J. C. Crissey, Clifton A.  
Woodrum



J. E. Barnes, J. Lindsay Almond



Dr. J. R. Taylor, Jr., Dr. S. F.  
Thornton

building and soil maintenance. It seems to me that mankind is suddenly becoming very conscious of his obligations to "Mother Earth." What a mother she has been! With characteristic unselfishness she has fully given of her treasure for our health, our pleasure and our progress!

We have trampled her ruthlessly under our feet! We have referred to her scornfully as "dirt"—a thing to be despised and detested. We have neglected her, robbed her, left her to be blown away by the desert winds and washed away by the flood—and yet, good old Mother Earth has gone right on, giving us from her womb the ores, marble, rock and timber, oil and minerals with which we have built our

The genius of American agriculture in the critical days through which we have passed, and through which we are passing, has done a remarkable job in producing food not only for America, but for many unfortunate peoples of the world. Agriculture is America's first industry. Today our national welfare is largely dependent upon the progress and prosperity of agriculture. The American farmer occupies a position of great responsibility in our national economy. Agriculture will play a vital role in helping to restore a world which has been torn apart by a devastating war. The Government has a distinct responsibility to agriculture. It owes to this great industry a specific duty in the field of research, educa-

tion, regulation and demonstration through its Federal and State Departments of Agriculture, its great land-grant college system, its great system of Experiment Stations, its Agricultural Extension Service, Soil Conservation Service, Vocational Agricultural Teachers and other services which directly contact the farmer and give him expert advice on his problems. I favor this procedure. These are legitimate and proper functions of Government. We annually appropriate huge sums out of the Federal Treasury for these services. This is a wise expenditure of public funds.

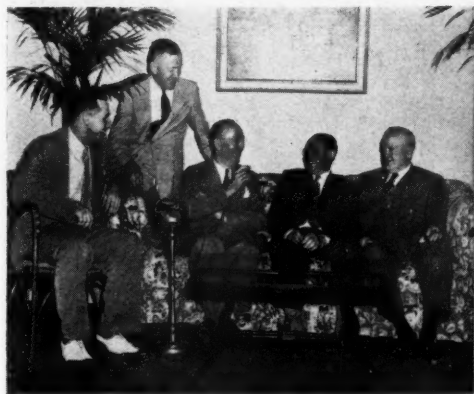
No one knows the tremendous practical value of scientific research any better than the American farmer. Through his County Agent, vocational teachers, his State Agricultural College and various Government agencies he is constantly in touch with the findings of

the unsound philosophy that would put the American farmer sitting on the curb with a tin can in his hand asking alms of every passerby.

Those who advocate such unsound principles are doing a disservice to agriculture. I think what the farmer wants is a fair, square chance in a free and competitive economy to live his life and conduct his business under circumstances from which he may reasonably expect to have a profit for his labors.

#### Free Enterprise

Another problem that confronts us is to preserve a free economy where the individual will have the right and the opportunity to live his own life, to make his own mistakes and to achieve his own success. To the serious minded citizen, this is a challenge. As we look about us and lend an attentive ear, there are



Dr. J. R. Taylor, Jr., Dr. S. F. Thornton, Dr. R. M. Salter, Dr. Richard Bradfield, John E. Sanford



D. S. Coltrane, Congressman Stephen Pace, Clifton A. Woodrum

research in soil chemistry, crop production and animal husbandry. Time and again, this research has guided him not only to improved methods but also to the production of new crops and new uses for old crops—opening new and expanded markets and greater rewards for his labor. It is proper function of Government to exert its effort and expend its funds reasonably to help the farmer help himself. I subscribe to that philosophy—but there is a limit beyond which it should not go. I do not believe the time has come, or should ever come, when the Government should go into the farming business, or when it should undertake to regulate or regiment every action and procedure of the farmer even down to the point of doing his plowing, seeding, fertilizing and harvesting for him. I cannot go along with

ominous rumblings of distant drums that warn us of more battles to come. This total war in which practically all of the nations were engaged has produced an absolutely unprecedented dislocation in individual liberty of action. The delicate balance which is so essential in a free economy has been completely disrupted. If we really want to preserve a world of free enterprise and initiative, we are going to have to struggle for it. I lay down the challenge to you businessmen to unsheath your sword and enter the conflict. "He only is entitled to liberty who is prepared to win it for himself every day," said the poet. What are we talking about? Let us not lose the trend of our thought by becoming too oratorical. It's a simple proposition, namely,

(Continued on page 30)



#### The Golf Tournament

Upper left: W. T. Wright, Congressman Stephen Pace, J. M. Rawlings

Upper right: Waiting to drive at the first tee before an encouraging, though critical gallery

Center left: Prizes for the golf tournament were donated by the American Cyanamid Co., Bonneville, Ltd., Chilean Nitrate Sales Corp.; Pacific Coast Borax Co., Potash Co. of America, Southern Phosphate Corp., U. S. Potash Co., the American Plant Food Council.

Center right: John Sanford, Jr., Albert B. Baker, Jr., Mrs. Ralph Boynton, Albert B. Baker, Sr., chairman of the golf committee.

Bottom: Two winners inspecting their prizes: J. A. Howell and H. R. Wemple



## The Golf Tournament

Under the chairmanship of Albert B. Faker, the Golf Committee held a series of events during the two days of the American Plant Food Convention at Hot Springs, Va. Prizes were donated by American Cyanamid Company; Eonville, Ltd.; Chilean Nitrate Sales Corporation; Pacific Coast Forax Company; Potash Company of America; Southern Phosphate Corporation; U. S. Potash Company. The competition was keen and the following winners emerged from the fray:

### Monday, June 24th

*Medal Handicap*—Winner, C. T. Harding; Runner-up, M. E. Hunter.

*Low Gros*—Winner, J. E. Barnes; Runner-up, Watts Gunn.

*Kickers Handicap*—Winner, J. B. Cary; Runner-up, J. M. Rawlings.

*Match Play vs. Par*—Winner, J. A. Fowell; Runner-up, T. S. Whitsel.

### Tuesday, June 25th

*Medal Handicap*—Winner, Eachman Smith; Runner-up, I. D. Dawes.

*Low Gros*—Winner, H. R. Wemple; Runner-up, J. R. Rice.

*Kickers Handicap*—Winner, A. E. Gibson; Runner-up, M. V. Failey.

*Match Play vs. Par*—Winner, C. E. Lightfoot; Runner-up, C. G. Crockett, Sr.

*Ringer Tournament*—Winner, J. E. Farnes; Runner-up, J. R. Rice.

## Convention Photographs

The convention photographs reproduced in this issue were supplied through the courtesy of the American Plant Food Council.



### At the Ladies' Bridge Tournament

Upper left: Mrs. Harry B. Caldwell, Chairman of Ladies' Entertainment Committee; Mrs. Clifford A. Woodrum, Mrs. J. Lindsay Almond

Upper right: Mrs. C. B. Clay, Mrs. G. F. Coope, Mrs. I. D. Dawes, Mrs. W. J. O'Shaughnessy

Lower: Mrs. Oscar F. Smith, Mrs. George E. Pettitt, Mrs. Ralph B. Douglass, Mrs. J. A. Howell

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## Report of the Secretary-Treasurer\*

By HARRY B. CALDWELL

Secretary-Treasurer, American  
Plant Food Council

STATISTICAL reports are never interesting and yet it becomes my duty to review Council activities from the date of organization on June 16, 1945, to the present.

The American Plant Food Council, Inc., was organized June 16, 1945, by H. M. Albright, J. E. Sanford, C. F. Burroughs, O. F. Smith, George E. Pettit, A. Lynn Ivey and J. Albert Woods. Forty-one members were enrolled between the date of organization and the first membership meeting which was held in Washington, July 24, 1945. Since that time we have added 36 members so that to date we have 77 active members. When we analyze the business activities of these members, we note that all of the States are included by some operation so that our organization has a broad national perspective in developing its program and objectives.

The Council was organized "to foster the lawful interest of the plant food industry . . . to be a means of informing the members of the plant food industry, the farmers and others concerning over-all plant food needs of agriculture as developed through experiments and other methods by the land-grant colleges and other schools of agriculture, the U. S. Department of Agriculture and the farmers themselves, so that members of such industry may develop and operate their facilities to the best advantage of agriculture, co-operating with Federal and State Departments of Agriculture, colleges of agriculture, and experiment stations in conducting experiments, studies and surveys for the better utilization of plant food."

A survey of the records show that the following steps have been taken:

1. Conferences were held with agricultural leaders, agronomists, fertilizer control officials, farm publication editors, economists, and others and a statement of policy and program prepared. The program adopted is recognized as a sound, progressive, positive statement with emphasis on service to agriculture and the national welfare.

2. A brochure was prepared and distributed.

\*An Address at the First Annual Convention, Hot Springs, Virginia, June 24, 1946

3. Regional meetings were held at New Brunswick, New Jersey; Baltimore, Maryland; Raleigh, North Carolina; Columbia, South Carolina; Atlanta, Georgia; and Montgomery, Alabama. Experiment station directors, Research and Extension Agronomists, Vocational Agricultural Leaders, State Fertilizer Control Officials, farmers and representatives of the fertilizer industry participated. More than 800 persons attended these meetings.

4. Officials of the Council participated in the program of the National Association of Commissioners, Secretaries and Directors of Agriculture; the Virginia Horticulture Society, and the Florida Horticulture Society. We likewise participated in many farm meetings; meetings of the National Planning Association; meetings of the National Farm Film Foundation; and we met with agronomists from the Southwest at Shreveport, Louisiana. We attended the annual meeting of the American Society of Agronomy and the U. S. Chamber of Commerce.

5. Friendly contacts have been established with various Governmental Agencies, both State and National, so that problems of mutual interest can be discussed.

6. Factors affecting fertilizer supply and demand have been analyzed and reported to the entire industry, farmers and the public.

7. A booklet on fertilizer and related subjects suitable for use by the Vocational Agricultural Teachers is being prepared in co-operation with the Department of Vocational Education of the U. S. Office of Education.

8. The Executive Committee has met seven times; the Board of Directors, three times; and the Convention Committee, three times. All policies are approved by the appropriate committee or board.

9. A Technical Advisory Committee composed of agronomists from member companies has been set up. Two meetings of the committee have been held.

10. An Agronomist and a Director of Information has been added to the staff and more adequate office space and equipment has been secured.

11. New letters have been prepared at regular intervals.

12. Contacts have been established with 4-H Club leaders, rural ministers, the Petroleum Institute, the Insecticide and Fungicide Association and other related organizations.

13. Special items have been handled for members upon request here in Washington.

The Council recognizes that a prosperous agriculture is basic to the general welfare. The records of the past show that hard times in agriculture are always followed by a decline in national income and depression. A general economic collapse would undoubtedly result in government action to provide jobs and thus endanger the future of our private enterprise system. We know that a stable and efficient agriculture must be based on soil maintenance and improvement and that this involves, among other things, the proper use of commercial plant food.

We look to the Agricultural Experiment Stations for the facts; to the Land-Grant Colleges, Agricultural Extension Service, Vocational Agricultural Leaders, Soil Conservation Service and other agricultural educational agencies to carry information to farmers; and we expect the State Fertilizer Control Officials to enforce the various State laws which are designed for the farmer's protection. Members of the American Plant Food Council, Inc., are pledged to co-operate with these agencies and to provide the right kinds and amounts of fertilizer at the lowest possible cost consistent with efficient management and reasonable profits. We also want to work with farmers and their organizations in developing policies that will keep agriculture prosperous.

Farm production in 1945 was the third largest on record, surpassed only by the peak production of 1942 and 1944. The War Food Administration said that the use of fertilizer contributed much to this great achievement. Fertilizer production increased from 8,311,000 tons in 1940 to more than 13,000,000 tons in 1945, and the plant food content increased from 19.7 per cent to 21 per cent during that same period. The price of fertilizer has remained lower in relation to the 1910-1914 base period than any other major farm production supply item. Truly, this is a remarkable record of performance and justifies the commendation of the people of America.

We want to express our appreciation to the American farmer for the outstanding production record achieved, to the fertilizer industry for the increased plant food supplied; to the U. S. Department of Agriculture, Land-Grant Colleges, agricultural Research Workers, Fertilizer Control Officials, Commissioners of Agriculture, Agricultural Extension Agents, Vocational Agricultural Teachers, the Soil Conservation Service, the farm press and others for the excellent work done and the assistance given to our Council in carrying out the program during the past year.

## Registry of Attendance

First Annual Convention of the American Plant Food Council

Hot Springs, Va., June 23-25, 1946

Albright, H. M.	Coffee, F. F.	Gable, Leroy T.
Almond, Congressman and Mrs. J. L.	Concannon, Charles C.	Gage, Mr. and Mrs. George
Appleton, H. M.	Cooke, Mr. and Mrs. W. Dewey	Gaillard, S. S.
Arledge, C. C.	Coope, Mr. and Mrs. G. F.	Gay, W. W.
Arnold, H. M.	Copeland, W. B.	George, Mr. and Mrs. L. D.
Ashcraft, Mr. and Mrs. Robert	Cory, H. V.	Gettinger, C. E.
Ausley, P. C.	Cradly, B. A.	Gibbs, Mr. and Mrs. James G.
Baker, Mr. and Mrs. A. B.	Crago, Mr. and Mrs. Arthur	Gibson, A. E.
Baker, Mr. and Mrs. A. B., Jr.	Craig, Hugh	Gidney, Dean R.
Bailey, M. V.	Crammond, R. G.	Gorman, James
Ballard, G. F.	Crissey, J. C.	Gorman, Mr. and Mrs. R. D.
Barnes, J. E.	Crockett, Mr. and Mrs. C. G.	Graham, Horace R.
Barret, W. E.	Cunningham, G. T.	Green, Miss
Beane, S. R.	Cunningham, Evelyn	Griffin, Mr. and Mrs. A. L.
Bennett, J. C.	Curtis, Frank R.	Gunn, Watts
Best, C. W.	Cushman, Mr. and Mrs. George	Gurkin, Mr. and Mrs. Roy
Boynton, Mr. and Mrs. L. R.	Daly, C. F.	Haase, Harold C.
Bradfield, Dr. Richard	Dawes, Mr. and Mrs. I. D.	Hammersley, Howard
Bradley, T. E.	Devlbiss, J. C.	Harding, Charles T.
Brown, Mr. and Mrs. C. T.	Dirksen, Congressman Everett	Harris, C. M.
Bryan, Fred P.	Doetsch, James F.	Harris, L. H.
Burroughs, Mr. and Mrs. C. F.	Douglass, Mr. and Mrs. R. B.	Haynes, Bayless
Caldwell, Mr. and Mrs. H. B.	Dulany, Mr. and Mrs. F. R.	Heidinger, Mr. and Mrs. F.W.
Camp, Roy F.	Dungan, D. C.	Heinricks, C. E.
Camp, T. E., Jr.	Dye, Mr. and Mrs. John B.	Henry, A. G.
Campbell, Mr. and Mrs. L. P.	Edwards, Chester S.	Higginbotham, W. A., Jr.
Caples, Mrs.	Ellington, R. A.	Hodgson, N. S.
Carpenter, A. H.	Ellis, R. C.	Howard, J. S.
Cary, J. B.	Fisher, Mr. and Mrs. Howard	Howell, Mr. and Mrs. J. A.
Clay, Mr. and Mrs. C. B.	Fountain, William S.	Hudson, F. M.
Coale, Mr. and Mrs. James S.	Finn, W. G.	Hull, Mr. and Mrs. R. R.
Coale, Mr. and Mrs. S. R.	Ford, Burton, C.	Hunter, M. E.
		Hutcheson, Dr. John R.
		Ivey, Mr. and Mrs. A. Lynn

(Continued on Page 34)

## BRADLEY & BAKER

FERTILIZER MATERIALS • FEEDSTUFFS

AGENTS • IMPORTERS • BROKERS

155 E. 44th Street  
NEW YORK

Clinton St. & Danville Ave.  
Baltimore, Md.

BRANCHES  
505 Royster Building  
Norfolk, Va.

Barnett Bank Building  
Jacksonville, Fla.

504 Merchants Exchange Bldg., St. Louis, Mo.



## FERTILIZER MATERIALS MARKET

### NEW YORK

**Most Materials Being Contracted for Next Season. Sulphate of Ammonia Still Behind in Deliveries and No New Contracts Being Made. End of OPA Has Not Increased Prices of Principal Materials. Little Organic Material Available to Fertilizer Market**

*Exclusive Correspondence to "The American Fertilizer"*

NEW YORK, JULY 8, 1946.

Current activity in the fertilizer materials markets is almost entirely confined to negotiations by manufacturers for supplies of materials for the next year's period. Except for sulphate of ammonia, contracts are being made for most raw materials on approximately the same basis as last year. The sudden ending of OPA and uncertainty as to the possible reinstitution of this agency lends uncertainty as to the possibility of increased prices in the near future, but present indications are that most producers of primary materials will maintain schedules as announced.

During the first quarter of this year exports of fertilizers and fertilizer materials amounted to approximately 300,000 tons, which is about two and one-half times greater than exports for the same period of 1945. Imports continue to fall considerably below those of a year ago with notable declines in the imports of sodium nitrate and phosphates.

#### **Sulphate of Ammonia**

With production still lagging and deliveries against current commitments a month or more behind schedule, primary suppliers have not begun to make contracts for the new season. The possibility of government allocation is still under consideration and no new price schedule has been announced to date.

#### **Nitrate of Soda**

New stocks of imported material are scheduled to arrive in this area shortly. Present inventories are at record low level, but it is felt that demand for the new fertilizer year will be taken care of.

#### **Organic Materials**

A few small shipments continue to arrive from South America but all supplies made available from this direction are moving into the feed trade. Offerings are in the market from Europe but foreign price ideas are still

too high to permit any business being done, even with the elimination of OPA ceilings. With the release of price controls, greatly increased domestic production is anticipated, but very little material is expected to move to the fertilizer industry.

#### **Superphosphate**

Most suppliers have already contracted their productions for the new year and this material will undoubtedly continue to be very tight. Total production of superphosphate during the first quarter of 1946 was 10 per cent higher than for the like period of 1945. Record production levels are being maintained.

#### **Phosphate Rock**

It is hoped that tonnage from the new producers in Florida and in the West will alleviate to some extent the tight supply situation during the next period. Producers are experiencing the heaviest demand in history for forward contracts.

#### **Potash**

It is expected that allocations to fertilizer manufacturers by the Civilian Production Administration will be completed by the end of this month. Producers are holding up contracts for the new season pending receipt of these allocations. New price schedules have been recently announced by all of the major producers, and basis is exactly as last year.

### **Wardenburg Retires**

F. A. Wardenburg who since 1931 has served as manager of the ammonia department, E. I. du Pont de Nemours & Co., has retired. He joined the du Pont organization in 1910 and was elected a director in 1939. He is succeeded by Walter Dannenbaum who has been assistant manager of the department since 1931.

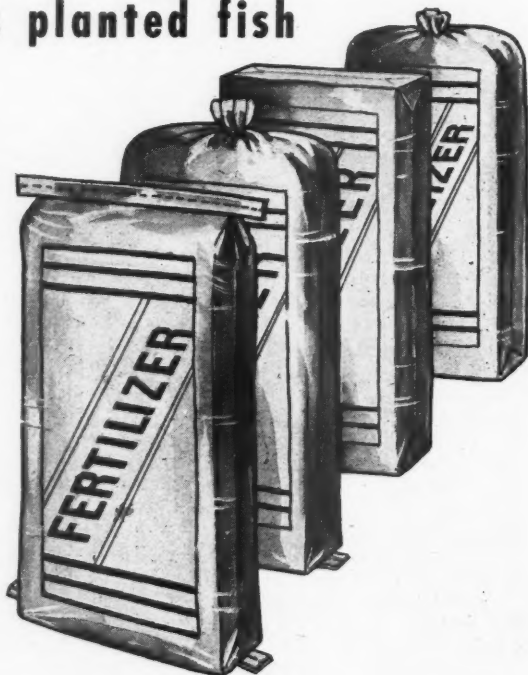


## Fertilizer has come a long way since the Indians planted fish

At Plymouth Rock in 1620 the Indians were already using a primitive sort of fertilizer. To each hill of corn they planted they added a fish to make the soil more fertile. It was by the aid of this trick, taught to them by these same friendly Indians, that the Pilgrims managed to survive their first year.

Since then fertilizer has come a long way. Now, in practically any part of the country, crop growers can avail themselves of fertilizers specially prepared to meet their particular requirements, fertilizers packed in efficient, easy to handle shipping sacks—Raymond Multi-Wall Paper Shipping Sacks.

A large percentage of the producers, packers, and shippers of fertilizer today specify Raymond Multi-Wall Shipping Sacks—the fertilizer shipping sacks that are manufactured in various sizes, types, and strengths to meet their specific needs.



**THE RAYMOND BAG COMPANY... Middletown, Ohio**

## CHICAGO

**End of OPA Has Not Affected Fertilizer Organics Market As No Supplies Are Available. Feed Prices Higher**

*Exclusive Correspondence to "The American Fertilizer"*

CHICAGO, JULY 8, 1946

The situation of OPA has not changed the position of western producers of organics, most of them stating that, as they have nothing to sell, there is no object in quoting at even higher prices.

In feed ingredients, some trading was reported at substantially higher than the old ceiling prices. Some mixers, however, say they have made no advances as yet.

## PHILADELPHIA

**Material Situation the Key to Increased Fertilizer Production. Increased Output of Some Materials Expected**

*Exclusive Correspondence to "The American Fertilizer"*

PHILADELPHIA, JULY 8, 1946.

Raw fertilizer materials are still in scant supply and it is practically impossible to plan ahead with any certainty. The manufacture of complete fertilizers during the coming season will undoubtedly reach a record high, if the necessary materials are obtainable—and barring strikes. It is thought it will be three months before the fifteen Government War Plants, previously referred to, get under way, and nine months before they reach full production, which is estimated 70,000 tons monthly. However, this is said to be earmarked for U. S. occupied areas abroad. The Lemke bill which had previously been introduced in the House in July, 1945, was introduced in the U. S. Senate on June 26th last. This would require registration with the Secretary of Agriculture of all fertilizer and fertilizer materials shipped in interstate commerce.

**Sulphate of Ammonia.**—Production is improving, but still below requirements. It is reported that before termination of the Price Control Act, the OPA had already approved a new price of \$30.00 per ton in bulk, f.o.b. ovens. It is thought the major producers will adhere to this price, though there is no action at present, pending further developments on possible revival of price control.

**Nitrate of Soda.**—Demand still exceeds supply, but domestic production is gradually improving.

**Calcium Pomace.**—No business possible at present.

**Blood, Bone, Tankage.**—There has been limited local movement of bone on contracts, but production of these organics in general has been cut to exceedingly low level. In any event, these are now feeding materials, with practically none going to the fertilizer trade. At this writing there has just appeared an offering of South American blood at more than twice the recent ceiling price.

**Fish Meal.**—Reports from the fleet are more encouraging and there seems to be renewed willingness on the part of the fish factory to talk further business. But this again is a feeding proposition.

**Phosphate Rock.**—Since our last report, Florida ceiling price advanced 40 cents and Tennessee 20 cents per ton, and it was hoped this advance would encourage further production, which is still behind the demand.

**Superphosphate.**—Demand is still greater than the supply, though the output, basis 18 per cent APA, in April 1946 is reported to have been 15 to 20 per cent greater than same month in 1945. It is expected that the advanced rock prices will be reflected in new superphosphate contracts.

**Potash.**—Shipments are moving under Government regulations, but allocation not yet completed. The trade has been waiting for new prices and it is reported that several of

Manufacturers' Sales Agents for **DOMESTIC**

**Sulphate of Ammonia**

Ammonia Liquor :: Anhydrous Ammonia

**HYDROCARBON PRODUCTS CO., INC.**

**500 Fifth Avenue, New York**

the producers have expressed a willingness to take future business on the same basis as last season. It is thought that the potash needs of this country cannot be fully met unless we receive substantial supplies from occupied Europe.

## Wheat Goals Raised For 1947 Crop:

A national wheat goal of 71,700,000 seeded acres for the production of next year's crop was announced on June 28th by the U. S. Department of Agriculture. This would be the largest wheat acreage since 1938. About 70 per cent of the total would be planted to winter wheat, and the remainder to spring wheat.

The 1947 goal compares with 71,057,000 acres seeded for the 1946 crop, and with 68,781,000 acres for the 1945 crop. It is based on estimated requirements during 1947-48 for food, feed, seed, exports, and carry-over.

Yields equaling those of the last few years would produce on the 1947 goal acreage the fourth successive crop of more than 1,000,000,000 bushels of wheat. If yields were to fall to the 1935-44 average of 13 bushels per acre, a crop of 934 million bushels would be produced.

Officials said that the proposed acreage is larger than would be desirable for proper long-time land utilization and conservation, but that a large supply of wheat is needed in view of the world food situation and the low level of wheat stocks, and therefore a maximum acreage of wheat is proposed for 1947.

State goals will be announced following a determination of local possibilities by federal and state agricultural agencies at state and county levels.

## Fertilizer on Strawberries Gives 88-fold Return

Ammonium nitrate applied on strawberries in January made a net profit of \$347 per acre, according to Harvey Graham, a farmer living near Lowell, Ark.

Mr. Graham conducted a test on a three-acre field of three-year-old strawberries on his farm this year. On January 23rd, he top-dressed one acre with 32 per cent ammonium nitrate at the rate of 100 pounds per acre. In March he applied the same treatment on another acre. He left the third acre untreated for a check plot. A record of the yield on the

## CASE HISTORY No. 6

One in a series of factual experiences of a group of American manufacturers with Multi-wall Paper Bags.

## COST COMPARISON

(Computed from cost figures of year 1943 using 25 acre production as average per harvesting unit per 12 hour day and an average barley yield of 20 bags an acre.)

	100 Lb. Jute Bags	100 Lb. Sawn Multiwall Paper Valve Bags
Bag Cost per M. ....	\$245.00	\$87.18
Bag Cost .....	.245	.0871
Bag Cost Per Acre (20 bags per acre) ....	4.90	1.7420
Labor Cost Per Acre ...	1.65	.7332
Total Bag and Labor Cost Per Acre ....	\$ 6.55	\$ 2.4752
Saving Per Acre Paper Over Jute .....		4.07

## DETAILS OF LABOR COSTS

Jute Bags	Per Day
1 Harvester Operator .....	6.50
1 Swamper (Filling and preparing bags for sewing) .....	4.00
2 Sack Sewers at \$5.50 .....	\$11.00
1 Tractor Driver .....	4.75
Sack Bucking (at \$.60 per acre) .....	15.00
(Picking up scattered sacks from field)	
Total Labor Cost Per Harvester ..	\$41.25
Labor Cost Per Acre Jute Bags .....	\$ 1.65

Multiwall Paper Valve Bags	Per Day
1 Harvester Operator .....	\$ 6.50
1/3 Truck Driver (Transports bulk trailers for 3 harvesters) at \$4.75 .....	1.58
1 Man Packing .....	5.50
1 Tractor Driver .....	4.75
Total Labor Cost Per Harvester ..	\$18.33

Labor Cost Per Acre Paper Bags .....

## 1946 Crop (Estimated)

3,500 Acres Wheat  
3,100 Acres Flax  
6,600 Acres Total

\$4.07 Saving per acre paper over jute  
\$26,862 Total saving paper over jute 1946 crop.



# ANOTHER RECORD

## IN ST. REGIS PACKAGING EFFICIENCY AND FLEXIBILITY

### California Grain Grower Saves \$4.07 Per Acre with Multiwalls

This sixth in a series of Multiwall Case Histories tells how Murietta Farms in California made drastic savings in the packaging of barley, wheat and flax by changing over to St. Regis Multiwall Paper Valve Bags and Machine Packaging.

When jute bags became scarce in 1942, Mr. Giffen, operator of Murietta Farms, investigated the advantages and economies of Multiwall Bags and installed a St. Regis system tailor-made for his requirements — *here are the highlights:*

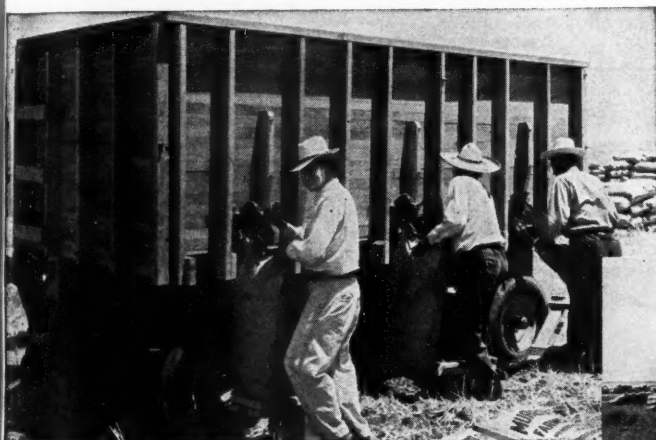
**66% % SAVING IN BAG COSTS:** Multiwalls cost only 8½¢ each as contrasted with 24½¢ for burlap bags. In addition, Multiwalls, with their multiple layers of tough kraft paper, offered positive protection against the elements.

**56% SAVING IN LABOR COSTS:** By installing gravity-type packers and using Multiwall Paper Valve Bags, it was

possible to eliminate the men formerly required to sew fabric sacks. In addition, the system made it possible to fill the bags at a central spot . . . eliminating the tiresome and costly collecting of sacks scattered over the fields.

**MULTI WALLS SAVE CROP STORED IN OPEN FOR 6 MONTHS:** During the harvesting seasons of 1944 and 1945, it was necessary to leave the filled Multiwall bags in the open for six months . . . from the end of harvesting until late in November. The grain in the Multiwalls remained in perfect condition. Mr. Giffen estimates that between ⅓ and ½ of the crop would have been lost through exposure if the grain had been packed in burlap.

**EVEN GREATER SAVINGS IN '46:** Figures for the 1946 crop indicate that Mr. Giffen will effect a saving of approximately \$26,862. This is based on an average saving of \$4.07 per acre through the use of paper instead of jute in the packaging of 3,500 acres of wheat and 3,100 acres of flax.



*Multiwall Paper Valve Bags being filled from spouts on trailer.*

*Filled bags stacked at edge of field; no protection against the elements supplied or required.*



### ST. REGIS SALES CORPORATION

(Sales Subsidiary of St. Regis Paper Company)

NEW YORK 17: 230 Park Ave.

CHICAGO 1: 230 No. Michigan Ave.

BALTIMORE 2: 2601 O'Sullivan Bldg.

SAN FRANCISCO 4: 1 Montgomery St.

*Without obligation,* please send me full details regarding "Case History" No. 6, outlined above.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

Birmingham Boston Cleveland Dallas Denver Detroit  
Franklin, Va. Los Angeles Nazareth, Pa. New Orleans  
No. Kansas City, Mo. Ocala, Fla. Oswego, N. Y. Seattle Toledo

IN CANADA: St. Regis Paper Co. (Can.) Ltd., Montreal, Vancouver.

three plots was carefully kept to determine what increase could be credited to use of fertilizer.

One hundred and ten crates per acre were harvested from the acre treated in January, 78 crates from the acre treated in March, and 55 crates on the acre with no treatment. A net average of \$6.38 per crate was realized after deductions had been made for the harvesting, packing, and cost of crates.

Since the yield on the acre treated in January was 55 crates more than on the untreated acre, this represents an income of \$350.90 more on the acre treated in January. After deducting the value of fertilizer, \$3.95, the net profit on 100 pounds of ammonium nitrate was \$346.95

### Weevils Threaten 1946 Cotton Crop

Boll weevils emerged from hibernation in the vicinity of cotton fields in great numbers this spring and are now a serious threat to cotton in many sections of the South, according to reports to the U. S. Department of Agriculture. Serious damage to the 1946 crop may be expected in numerous localities unless the weather soon turns hot and dry or the weevil is checked by the use of insecticides. Reports to the Department's Bureau

of Entomology and Plant Quarantine indicate that weevils were more numerous in cotton fields by the first week in June than any similar period in many years.

In Texas, near Waco in the central part of the state, weevils are now destroying practically all squares on early cotton. Here, cotton is infested at the rate of 799 weevils per acre.

In Louisiana, near Tallulah in Madison Parish in the northeastern part of the state, the greatest weevil population per acre of cotton during the first week of June since 1934 was experienced.

In Mississippi, the State Plant Board reported to the Bureau that the weevil situation is serious in many places in the state, especially in the southern half. The weevil population ranged as high as 1,100 per acre in some infested fields.

Georgia cotton in Tift County was more heavily infested with weevils during the first week of June than during the same period for any recent year.

In South Carolina, all fields with cotton approaching the squaring stage appear to be infested. There are now more weevils in the fields than during any first week in June since 1939.



## AMERICAN POTASH and CHEMICAL CORPORATION

122 East 42nd St.

New York City

*Pioneer Producers of Muriate in America*

### Branch Offices

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609 South Grand Avenue  
LOS ANGELES 14, CALIF.

## MURIATE and SULPHATE of POTASH

Plant foods are urgently needed to grow the crops which feed our nation and our armed forces.

Our plant at Trona, Calif., is operating at capacity to provide supplies of these essential plant foods, and other materials needed in the national effort.

*Manufacturers of Three Elephant Borax and Boric Acid*

See page 33



Bemis Multiwall Paper Shipping Sacks give you an efficient, low-cost container for your fertilizer. Note these quality and service advantages:

- ① Six Bemis Multiwall Plants are located at strategic points north, south, east, and west to facilitate delivery.
- ② Materials for Bemis Multiwalls are carefully selected and laboratory tested before used in production. Sacks are rigidly inspected throughout all manufacturing processes.
- ③ Bemis Multiwall Specialists are at your service to help you solve packaging problems. Bemis representatives are located in 32 principal cities.

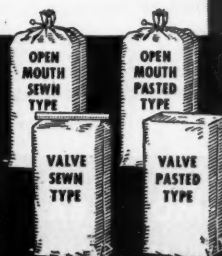
## BEMIS BRO. BAG CO.

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## St. Regis Paper Co. Buys Florida Plant

In another step toward development of its long-range expansion program, St. Regis Paper Company of New York has purchased the Florida Pulp & Paper Company, at Pensacola.

Jointly announcing the change in ownership with J. H. Allen, president of the Florida company, R. K. Ferguson, president of St. Regis, said the transaction will provide from Florida additional paper immediately to meet the "pressing demands" of multiwall paper bag consumers.

"All signs point to continued increased demand for multiwall paper bags," Mr. Ferguson said. "Their established uses for packing cement and other rock products, fertilizers, agricultural commodities, and chemicals will require greater volume as these basic industries tune up to meet demands of the postwar era. Further stimulation will come through the current and prospective development of new filling machines, which, in conjunction with the multiwall bags, will offer mechanized packing operations to a wider range of industries."

Acquisition of the Florida property marks St. Regis' entry into the kraft pulp and paper industry in the South, its paper-producing properties heretofore having been confined to the Northeast and Pacific Northwest.

Announcement also was made of the construction, now under way, of a new 250-ton kraft paper mill by the Alabama Pulp & Paper Company on a site adjacent to the Pensacola concern, and a proposed new multiwall paper bag plant, together involving a total cost of \$10,000,000.

Aside from the acquisition of the Florida company, St. Regis will take part in financing the new Alabama kraft mill and the multiwall bag plant. Under terms of the agreement, St. Regis will have an equity in the Alabama company, whose entire kraft paper output will be sold to St. Regis, for the manufacture of multiwalls, under a long term contract.

The Alabama kraft mill is expected to be in operation by December, 1947. Annual output of the Florida and Alabama mills will make possible manufacture by St. Regis of approximately 500,000,000 multiwalls a year.

Purchase of the Florida Pulp & Paper Company was achieved by acquisition of the entire capital stock thereof in exchange for St. Regis common stock.

## YOUR PRODUCT IN HAMMOND BAGS

**"PROPERLY DRESSED  
FOR THE OCCASION!"**

In HAMMOND MULTI-WALL BAGS you get the ideal combination of attractive appearance and rugged construction that quickly wins the approval of fertilizer users.

HAMMOND strong kraft multi-wall bags are made in Sewn and Pasted Valve and Open Mouth styles, and are available with asphalt laminated plies.

Write for data.

**HAMMOND BAG & PAPER CO.**

Paper Mill and Bag Factory: WELLSBURG, W. VA.

**A TRIM, NEAT BAG—  
ATTRACTIVELY  
PRINTED...**



**...YET... A TOUGH  
CUSTOMER THAT  
CAN TAKE IT!**





**FERTILIZER**

**AMMONIUM NITRATE  $\text{NH}_4\text{NO}_3$**   
**ANHYDROUS AMMONIA  $\text{NH}_3$**

*Your New Source for  
High Nitrogen Content Fertilizer*

To help farmers meet the world food shortage with increased yields Spencer Chemical Company is concentrating on the production of fertilizer Ammonium Nitrate and Anhydrous Ammonia for the 1946-47 fertilizer season.

These two chemicals will help the fertilizer industry to meet agriculture's urgent need for soil-replenishing plant food. Spencer Ammonium Nitrate has a guaran-

teed minimum nitrogen content of 32.5% and is specially treated to prevent caking. It is shipped to you in 6-ply paper moisture proof stitched and sealed 100-lb. bags.

Spencer Anhydrous Ammonia is 99.5% pure ammonia with a maximum moisture content of  $\frac{1}{2}$  of 1%.

From Spencer's great Pittsburg, Kansas, works will soon come other vital chemicals to serve American Agriculture and Industry.

FERTILIZER DIVISION  
*Spencer Chemical*

General and Sales Offices: Dwight Building, Kansas City 6, Missouri  
 WORKS: PITTSBURG, KANSAS



COMPANY



### AMERICAN PLANT FOOD COUNCIL CONVENTION

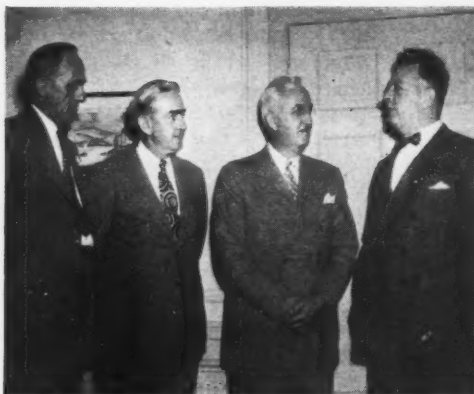
(Continued from page 8)

free enterprise system and the free market as we have known it for more than 150 years is worth fighting for, and if so to fight for it and for its preservation with a crusading zeal which we have never known before."

The banquet was preceded by a cocktail party given by The Potash Company of America in the hotel ballroom, which was enjoyed by all.

led by Dr. Paul Sanders, editor of *The Southern Planter*, Richmond, Va. In his opening remarks Dr. Sanders warned against labor leaders and demagogues who pit agriculture and business, one against the other, in an effort to destroy our business structure and sabotage our democratic society.

"We cannot set agriculture apart from the total economy as a separate and distinct entity and treat farming and farm people differently from workers in other fields and pro-



Congressman Stephen Pace, Congressman J. Lindsay Almond, Clifton A. Woodrum, Congressman Everett M. Dirksen



W. A. Minor, Dr. A. M. Salter, Dr. Richard Bradfield, Clifton A. Woodrum

#### Tuesday, June 25th

The Convention Committee made an interesting innovation on the closing day of the convention by holding an agricultural breakfast at 7.30 A. M. While some doubts had been expressed as to how many hardy souls would be up at that time of the morning, the committee was gratified by having an attendance of more than 100.

Harry B. Caldwell, Secretary-Treasurer of the Council presided, and the discussion was

fessions," he said. "American agriculture is too big and diverse to be ground into oblivion between the 'upper and nether millstones' of organized labor and industry."

"The strength, conservatism and solidarity of this country, in which we are all so proud, stem directly from the resourcefulness, dogged determination and Christian character of our country people. And if we as leaders in the agricultural fraternity should fail to place within the grasp of farm youth an opportunity



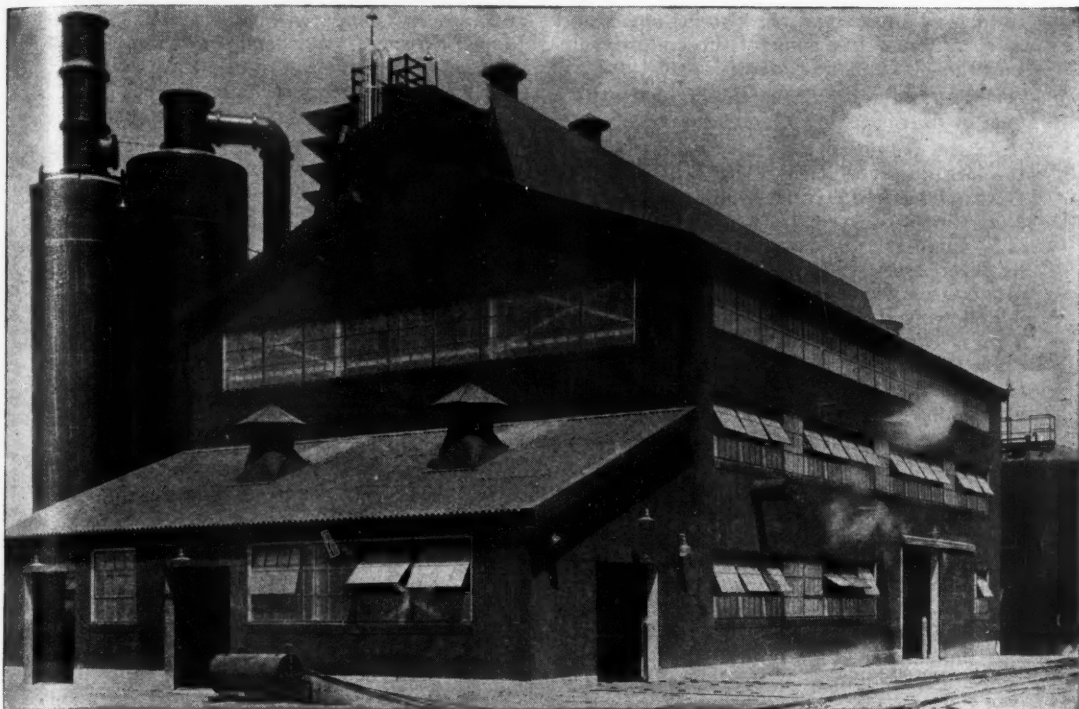
Trade Mark Registered

## MAGNESIUM LIMESTONE

"It's a Dolomite"

**American Limestone Company**

Knoxville, Tenn.



## *Simplicity* in Acid Plant Operation



### **Complete Fertilizer Plants**

*Masonry Glover and Gay-Lussac Towers  
Mechanical Superphosphate Dens  
Phosphoric Acid Concentrators  
Ammonium Phosphate Plants  
Synthetic Ammonia Plants  
Ammonia Oxidation Units  
Ammoniation Apparatus  
Sulphuric Acid Plants  
Dry Mixing Plants*

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**CHEMICO PLANTS are PROFITABLE INVESTMENTS**

to succeed on the land, we stand as states and as a Nation to lose some of those sturdy virtues that have made America great."

Quite a number from the industry took part in the discussion which followed.

At the regular convention session later in the morning, Dr. R. M. Salter, Chief of the Bureau of Plant Industry and Soils, U. S. Department of Agriculture, gave a very valuable summary of current developments in fertilizer and agricultural research. Dr. Salter's address will be printed in the July 27 issue.

Following the showing of a motion picture, *This is Our Land*, the final convention address was made by Wheeler McMillan, editor of the *Farm Journal*, Philadelphia, who took as his subject, "The Road Forward."

The light of freedom developed the facts that have brought the products of progress, Mr. McMillan said. Many useful facts are still undiscovered or not understood. This is especially true with respect to utilization of the soil, and he posed as a most desirable achievement the development of a process whereby an inch layer of fertile soil could be synthesized upon exhausted lands. He urged also that chemical study of the soil be complemented by biological study, pointing out that only five per cent of a plant's structure needs human aid, the remainder deriving from air and water by means of phytochemical and photochemical processes.

#### Officers and Directors Elected

The convention closed with a business session at which the following were elected Directors for the three-year term, expiring in 1949:

Albert B. Baker, Bradley and Baker, New York; C. T. Brown, Federal Chemical Company, Louisville, Ky.; George Cushman, Long Island Produce Fertilizer Company, Sandusky, Ohio; F. W. Heidinger, Bennett

and Clayton Company, Prospect Plains, N. J. James Rossman, Woodruff Fertilizer Company, North Haven, Conn.; F. J. Woods, Gulf Fertilizer Company, Tampa, Fla.; M. S. Wright, Texas Farm Products, Nacogdoches, Texas.

J. C. Frissey, of Cooperative G. L. F. Soil-Building Service, Ithaca, N. Y., was also elected a director to succeed T. E. Milliman, who had resigned.

Following the close of the meeting the new Board of Directors met and elected the following officers:

President, Clifton A. Woodrum; secretary-treasurer, Harry B. Caldwell; agronomist, Dr. John R. Taylor, Jr.; director of information, Louis H. Wilson; office manager, Mrs. Diane Taylor.

The executive committee for the coming year is composed of Ralph B. Douglass, Chairman; H. M. Albright, J. C. Frissey, J. E. Sanford and F. S. Washburn.

#### Bemis Magazine Wins Award

"*Bemistory*," the employee magazine of the Bemis Bro. Bag Co., received one of the three Awards of Excellence for outstanding industrial journalism given by the Industrial Press Association of Greater St. Louis at its fourth annual awards dinner, on May 21, 1946.

The award was based on the decision of three judges, John H. Leach, account executive of Gardner Advertising Company, St. Louis; E. Frank Phillips, publications director of Standard Oil Company of New Jersey, New York; and Professor C. E. Trout, head of publications department, Oklahoma A. & M. College, Stillwater, Okla. Twenty-five publications were entered in the contest. Three Awards of Achievement were also made.

"*Bemistory*" is published monthly in St. Louis by the co-editors, Peggy Engelsing and Mina Sennott.



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The use of your fertilizers, most of them compounded with potash, figures more and more in the farmer's plans. He relies on them to enrich the soil for abundant yields. Potash helps guard against plant disease and drought . . . insures strong healthy growth.

This year a hungry world looks to the country's farmers for food. Sunshine State Potash continues to aid in this tremendous task.



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### THE OBJECTIVES OF THE AMERICAN PLANT FOOD COUNCIL

(Continued from page 11)

now that the war has been won and the dictators crushed—we hope—let us dedicate ourselves to the task of releasing governmental controls as rapidly as they may safely be released and of letting the economic machinery run again under its own power.

Thomas Jefferson expressed it by saying "the best governed people are the least governed people." At another time he expressed it a little differently—"The people should support the Government and not the Government the people." I maintain we can have no economic solidarity in this country, no domestic tranquility, no personal security unless we maintain and foster individual initiative and a system of private enterprise. That means that the Government, State and National, should not, except under circumstances of extreme national emergency, undertake to order our lives or enter into competition with private enterprise. You will observe I have made a qualification to this broad statement. This qualification would indicate that in case of extreme national emergency it might be necessary for the Government to step in. Instances have occurred.

#### New Fertilizer Territory

The necessity for greatly increased agricultural production during the war caused a great many farmers to turn to the use of fertilizer or commercial plant food in order to increase their crops. Many sections of the country which had never used a ton of fertilizer turned to its use in answer to the urgent pleas for more food.

Many farmers in these sections, never accustomed to the use of commercial plant food, suddenly began to realize how much it would mean to their agricultural endeavors if, while they were taking large quantities of vitality out of the soil, they would not overlook the important fact of replenishing the same. There has been and will be a demand for commercial plant food in many sections of the country where it has never been used before.

Recognizing that farmers should use larger amounts of commercial plant food and believing that increased consumption will be further stimulated through research and educational activities, the industry is planning to expand its facilities just as rapidly as materials are available and restrictions are removed. Surveys indicate that 30 or more new fertilizer plants were either started during the war or projected for construction by private industry. Most of the new construction is scheduled for the Midwest and West Coast areas.

Recent reports issued by the Food and Agricultural Organization of the United Nations indicate that the world demand for fertilizer during the next year will again



Congressman Everett M. Dirksen "views with alarm" at the Annual Banquet. President Clifton A. Woodrum (right) presided.

exceed the supply. The production facilities in some nations which normally supply a large amount of plant food materials were largely destroyed. The American fertilizer industry will use its facilities to the limit, and present reports lead us to believe that a new high in the production of fertilizers and fertilizer materials will be reached. Many important plant food materials will again be subject to allocation by the Combined Food Board so that those countries which depend upon their fertilizer supply from nations where production facilities were largely destroyed by war

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Mine: Newgulf, Texas

can be taken care of. This probably means that American farmers will not have all of the fertilizer during the 1946-47 year that they will want. Since fertilizer is so essential in meeting the food production goals, we hope that our farmers will utilize their fertilizer materials wisely and that they will purchase their supplies early so that the industry can operate at capacity levels throughout the entire year.

The American Plant Food Council is well aware of the challenge that faces the fertilizer industry today. Not only citizens of America but citizens of the world are fertilizer conscious. They are suddenly realizing that they can raise more crops, better crops and more nutritious food by intelligent land management and the proper application of fertilizer. We expect to meet this challenge and we feel that private enterprise is quite able to do this job. Give the fertilizer industry a chance to do its job and I am perfectly confident that it will respond in the way that other American industries have responded whenever they have had a challenge to meet.

#### "Demagogues and Bureaucrats"

In closing, let me say that in voluntarily giving up a service in the U. S. House of Representatives that had continued for 23 years, to accept the presidency of the American Plant Food Council, I was actuated by one important motive—I saw an opportunity to render an even greater public service.

In my 23 years in Congress I have seen a lot of things happen. I have seen administrations change several times—I have seen men come and go, all kinds of men—some able and conscientious, others frivolous, and opportunists. I have seen a global war pyramid governmental activities and controls. I have seen exigencies of war make many controls necessary almost to a point of a total loss of individual freedom of action. I realize how hard it is to get rid of these controls, and on the other hand, how dangerous it might be to release some of them completely until the economy is ready for the shock. Out of my experience I would bring to you business men this observation. Your Government in Washington, by and large, is just about what you have made it. If there be men there, either

in the legislative branch or departmental service, whom you do not feel to be qualified or worthy, it is usually because some constituency has been neglectful. Be vigilant! While it is appropriate to repudiate men who have served you ill, it is of equal, if not greater importance to actively support those who are conscientiously serving you.

I wish to pay my tribute to the great body of men in the House, the Senate and in important departmental positions, who are giving of their fine talents, and at their own financial disadvantage, that this great government may continue in its high place of leadership, and that the baffling problems in this post-war period may be solved. Some of them are in this audience. Gentlemen, we salute you. Men of the business world, when you speak of "Demagogues and Bureaucrats" be a little discriminating. Remember please, we couldn't have accomplished what we have in the war, and so far in the peace, without there being some very intelligent leadership in Washington. It wasn't just an accident. Someone has been doing a job.

#### The Staff

I wish to express my great satisfaction with the folks who surround me as my working staff. We have a fine team. We play ball together and we are going to get results. Harry B. Caldwell, our secretary-treasurer, with his wide knowledge and clear understanding of our problems; Dr. John R. Taylor, Jr., our popular and efficient agronomist; Louis H. Wilson, who recently joined our staff as Director of Information; our office manager, Diane Taylor, who came with me from Capitol Hill, and the rest of the force. They are on the job; you may expect results.

I also wish to express my appreciation to the Board of Directors for their support and to the Executive Committee. I have drawn heavily upon the experience, time and finances of these gentlemen, as we move out to increased activities and larger usefulness. I crave your patience and forbearance.

The American Plant Food Council has adopted a splendid program of positive action. To these principles we have dedicated our active and vigorous efforts. In this great task we invite the support of the industry.

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See Page 22

## REGISTRY OF ATTENDANCE

(Continued from page 16)

James, Delos L.  
Jeffries, Thomas L.  
Jones, R. S.  
Jorgensen, Don R.  
Joyce, J. J.

Kelly, Douglas  
Kemp, H. H.  
Kiefler, D.  
Kitchen, E. M.

Lafkin, W. E.  
Lavery, F. H.  
Le Compte, B. B.  
Le Compte, Ben J.  
Lenhart, Robert B.  
Lightfoot, C. E.  
Logan, Mr. and Mrs. Wade  
Hampton  
Lynch, H. A.

Mainor, F. B.  
Manker, Mr. and Mrs. B. C.  
Matthews, William E.  
McConnell, Hoke  
McIver, Alex and Howard  
McMillen, Wheeler  
Means, Mr. and Mrs. Avery  
Mell, James R.  
Merz, Mr. and Mrs. P. W.  
Meyers, Herbert  
Milam, W. H.  
Miller, H. V.  
Minor, W. A.  
Monroe, J. A.  
Moore, F. S.  
Moore, H. C.  
Moore, Mr. and Mrs. W. E.  
Moreland, W. B.  
Morgan, Mr. and Mrs. Irvin,  
Jr.  
Moyers, G. W.

Nelson, J. E.

Nichols, W. L.  
Noble, Mr. and Mrs. Weller  
  
Oliveros, Mr. and Mrs. L. L.  
Oliveros, Mrs.  
O'Shaughnessey, Mr. and  
Mrs. W. J.

Pace, Congressman and Mrs.  
Stephen  
Paul, Mr. and Mrs. C. L.  
Perkins, E. F.  
Petitt, Mr. and Mrs. George  
E.  
Follak, Mr. and Mrs. Henry  
A.  
Priddy, S. Y.  
Fringle, A. F., Sr.  
Fringle, Mr. and Mrs. A. F.,  
Jr.

Rawlings, J. M.  
Reisner, Mr. and Mrs. C. L.  
Rice, John R.  
Richards, W. E.  
Ries, E. D.  
Robbins, J. D.  
Robertson, C. B.  
Rossman, James  
Rupp, Walter  
Ryland, Edward

Salter, Dr. Robert M.  
Sanders, Mr. and Mrs. O. M.  
Sanders, Dr. Paul  
Sanford, John E.  
Sargent, Ernest  
Schaffnit, W. E.  
Schrock, J. B.  
Shields, Robert  
Shelburne, W. E.  
Simms, R. C.  
Smith, Mr. and Mrs. Bach-  
man  
Smith, F. E.

Smith, Mr. and Mrs. O. F.  
Snead, W. A.  
Stallings, J. H.  
Stark, William O.  
Steele, Mr. and Mrs. W. T.,  
Jr.  
Strobhar, A. D.  
Sutherland, B. F.

Taylor, Diane,  
Taylor, Dr. John R.  
Taylor, Mac C.  
Thornton, Dr. S. F.  
Thurston, W. R.  
Toombs, C. D.

Valliant, Edwin S.  
Vandercook, P.  
Veitch, Samuel L.

Walker, A. L., Jr.  
Waring, W. L., Jr.  
Washburn, F. S.  
Wehner, W. E.  
Wemple, Holland R.  
Whitsel, T. C.  
Wilkerson, T. L.  
Williams, E. L.  
Wilson, Mr. and Mrs. Louis  
Winters, F. T.  
Wizeman, J. W.  
Woodrum, Mr. and Mrs.  
Clifton A.  
Woodrum, Mr. and Mrs. C. A.  
Jr.  
Woodrum, Martha  
Woods, F. J.  
Woods, G. A.  
Woods, J. A.  
Woods, L. P.  
Wright, Mr. and Mrs. Thomas  
Wright, Lt. Thomas H., Jr.  
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Sackett & Sons Co., The A. J., Baltimore, Md.  
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Utility Works, The, East Point, Ga.

### IMPORTERS, EXPORTERS

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Scar-Lipman & Co., Inc., Irvington, N. J.

### LOADERS—Car and Wagon

Hough Co., The Frank G., Libertyville, Ill.  
Sackett & Sons Co., The A. J., Baltimore, Md.

### MACHINERY—Acid Making and Handling

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Monarch Mfg. Works, Inc., Philadelphia, Pa.  
Sackett & Sons Co., The A. J., Baltimore, Md.  
Stedman's Foundry and Mach. Works, Aurora, Ind.  
Utility Works, The, East Point, Ga.

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Stedman's Foundry and Mach. Works, Aurora, Ind.  
Utility Works, The, East Point, Ga.

### MACHINERY—Power Transmission

Sackett & Sons Co., The A. J., Baltimore, Md.  
Stedman's Foundry and Mach. Works, Aurora, Ind.

### MACHINERY—Superphosphate Manufacturing

Sackett & Sons Co., The A. J., Baltimore, Md.  
Stedman's Foundry and Mach. Works, Aurora, Ind.  
Utility Works, The, East Point, Ga.

### MANGANESE SULPHATE

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### MIXERS

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Utility Works, The, East Point, Ga.

### NITRATE OF SODA

American Agricultural Chemical Co., New York City.  
Armour Fertilizer Works, Atlanta, Ga.  
Ashcraft-Wilkinson Co., Atlanta, Ga.  
Baker & Bro., H. J., New York City.  
Bradley & Baker, New York City.  
Huber & Company, New York City.

### NITRATE OF SODA—Continued

International Minerals & Chemical Corporation, Chicago, Ill.  
McIver & Son, Alex. M., Charleston, S. C.  
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Schmaltz, Jos. H., Chicago, Ill.

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Bradley & Baker, New York City.  
DuPont de Nemours & Co., Wilmington, Del.  
Huber & Company, New York City.  
International Minerals & Chemical Corporation, Chicago, Ill.  
McIver & Son, Alex. M., Charleston, S. C.  
Scar-Lipman & Co., Inc., Irvington, N. J.

### NOZZLES—Spray

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### PHOSPHATE ROCK

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Ashcraft-Wilkinson Co., Atlanta, Ga.  
Baker & Bro., H. J., New York City.  
Bradley & Baker, New York City.  
Huber & Company, New York City.  
International Minerals & Chemical Corporation, Chicago, Ill.  
McIver & Son, Alex. M., Charleston, S. C.  
Ruhm, H. D., Mount Pleasant, Tenn.  
Scar-Lipman & Co., Inc., Irvington, N. J.  
Schmaltz, Jos. H., Chicago, Ill.  
Southern Phosphate Corp., Bartow, Fla.  
Virginia-Carolina Chemical Corp., Richmond, Va.

### PLANT CONSTRUCTION—Fertilizer and Acid

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Sackett & Sons Co., The A. J., Baltimore, Md.  
Stedman's Foundry and Mach. Works, Aurora, Ind.  
Utility Works, The, East Point, Ga.

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Ashcraft-Wilkinson Co., Atlanta, Ga.  
Baker & Bro., H. J., New York City.  
Bradley & Baker, New York City.  
Huber & Company, New York City.  
International Minerals & Chemical Corporation, Chicago, Ill.  
Scar-Lipman & Co., Inc., Irvington, N. J.  
Schmaltz, Jos. H., Chicago, Ill.

### POTASH SALTS—Manufacturers

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Potash Co. of America, New York City.  
International Minerals & Chemical Corp., Chicago, Ill.  
United States Potash Co., New York City.

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### PYRITES—Brokers

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Bradley & Baker, New York City.  
McIver & Son, Alex. M., Charleston, S. C.  
Scar-Lipman & Co., Inc., Irvington, N. J.  
Schmaltz, Jos. H., Chicago, Ill.

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Sackett & Sons Co., The A. J., Baltimore, Md.  
Stedman's Foundry and Mach. Works, Aurora, Ind.  
Utility Works, The, East Point, Ga.

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### SCREENS

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Bradley & Baker, New York City.  
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Hydrocarbon Products Co., New York City.  
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Ashcraft-Wilkinson Co., Atlanta, Ga.  
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Huber & Company, New York City.  
International Minerals & Chemical Corporation, Chicago, Ill.  
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International Minerals & Chemical Corporation, Chicago, Ill.  
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Schmaltz, Jos. H., Chicago, Ill.  
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U. S. Phosphoric Products Division, Tennessee Corp., Tampa, Fla.  
Virginia-Carolina Chemical Corp., Richmond, Va.

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Ashcraft-Wilkinson Co., Atlanta, Ga.  
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Bradley & Baker, New York City.  
International Minerals & Chemical Corporation, Chicago, Ill.  
McIver & Son, Alex. M., Charleston, S. C.  
Scar-Lipman & Co., Inc., Irvington, N. J.  
Schmaltz, Jos. H., Chicago, Ill.

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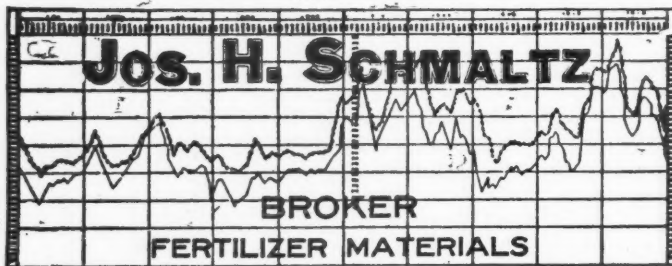
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